



Example of Sales Business Manager Job Description

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Our growing company is looking to fill the role of sales business manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for sales business manager

- Provide detail material and dollar forecast information for the sales manager
- Account assignments will be commensurate with experience
- Partner with functional subject matter experts in developing methodologies for new metrics and scale them globally educate users as needed
- Manage the work of the Business Continuity and Sales staff, including hiring, evaluating, training, performance management, compensating, motivating, coaching, and developing processes and procedures to ensure the achievement of goals
- Serve as primary point of contact for the field on inquiries relating to analytics
- Collaborate with other company functions
- Be a team player and willing to participate in projects or tasks that may be outside daily responsibilities
- Builds the annual plan/calendar, determines the pricing plan and promotional calendar and designs sales force incentives by closely collaborating with supplier partner(s) and aligning supplier and Breakthru Beverage goals
- Modifies planning calendar as necessary by continually evaluating opportunities
- Maintains and grows gross profit for the company by negotiating price supports, validating internal depletion allowances, and managing budgets for the year

Qualifications for sales business manager

- Ability to develop comprehensive solutions and to articulate the business benefits of those solutions against program requirements very early on in the acquisition process to shape the bid
- Life science Working and Education background
- Minimum 4-years of work experience in LifeScience market in Indonesia
- Minimum 2 years for selling experience in LifeScience market in Indonesia
- Good command of the local language and English
- Work closely with Head of Channel and Customer Director on various business related projects (monthly sales performance updates, Business planning process)